



JOB DESCRIPTION

Job Title: Junior Microsoft Dynamics NAV Sales Consultant

Reporting to: Sales Manager

Day to day tasks include:

- Achieve agreed revenue target and margin contribution
- Creating and managing sales pipeline and meeting revenue targets across multiple markets
- Hands on lead generation from cold contacts
- Assisting the sales and marketing team in all business development tasks
- Managing and closure of own leads in target market
- Ensure accurate and timely monthly sales reporting and forecasting
- Adherence to systems and procedures to support sales cycle
- Establishment and use of sales best practice rules

Skills Required:

- Degree educated
- 1+ years experience in selling IT systems such as ERP, CRM, Business Intelligence, Application Integration or similar solutions
- **Alternatively** 2+ years as consultant or presales consultant with high levels of analysis and documentation experience, with the desire to move into sales
- Efficient written and oral communication skills
- Excellent presentation skills
- Self motivated, hard working, sociable, and driven by professional success
- Demonstrated a commitment towards continuous professional development

Personal Characteristics/ Qualifications:

- A tenacious & proactive individual
- Good Client skills
- Professional credibility
- A highly self motivated individual
- Ability to express ideas clearly, concisely and confidently (written & oral)